

Message Text

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ORIGIN NEA-12

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APPROVED BY NEA/ARP:FMDICKMAN

COMM/O -JHEARN (SUBS)

AID:SER/ASHA-ACOSTANTINO(SUBS.P 5)

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R 292151Z JUN 73

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

INFO AMEMBASSY KUWAIT

C O N F I D E N T I A L STATE 128538

E. O. 11652: GDS

TAGS: BFOL:TC

SUBJECT: ABU DHABI HOSPITAL PROJECT

REF: ABU DHABI 0854

1. DURING JUNE 27-28 PERIOD, LUMSDEN SPOKE TO (1) BILL J. BLAIR OF BENHAM, BLAIR AND BECK, (2) LOU MACMILLEN OF ARCHITECTS COLLABORATIVE, AND (3) GORDON SHOTWELL OF FRIESEN ABOUT ABU DHABI HOSPITAL PROJECT. FIRST TWO FIRMS MENTIONED ARE CONCERNED THAT EMBASSY ABU DHABI EFFORTS TO DATE HAVE FAVORED THIRD FIRM, WHILE FRIESEN ASKS THAT WE DO JUST A BIT MORE FOR THEM IN ORDER TO CLINCH DEAL.

2. IN SPEAKING TO BLAIR, WE ASSURED HIM EMBASSY WOULD DO EVERYTHING FEASIBLE TO FURTHER INTERESTS OF ANY AND ALL U.S. FIRMS INTERESTED IN THIS PROJECT. WE ALSO NOTED THAT BUSINESS ETHICS IN GULF SOMETIMES REQUIRE US TO ACKNOWLEDGE SPECIAL RELATIONSHIPS WHICH HOST GOVERNMENTS INSIST ON UTILIZING. IN SO DOING, HOWEVER, OUR GOAL IS TO ASSIST AS BEST WE CAN IN SELLING AMERICAN GOODS AND SERVICES, AND THAT ALL U.S. FIRMS HAVE EQUAL RECOURSE TO OUR SUPPORT. WE ASKED BLAIR IF HE COULD IN CONFIDENCE

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IDENTIFY (QUOTE) ABU DHABI OFFICIALS (END QUOTE) MENTIONED

IN HIS JUNE 23 TELEX, BUT HE SAID THIS (QUOTE) ALMOST

IMPOSSIBLE TO GIVE RIGHT NOW (END QUOTE). HE DID, HOWEVER SEEM REASSURED THAT WE DOING WHAT WE CAN FOR ALL FIRMS INTERESTED IN HOSPITAL PROJECT AND SAID HE WOULD BE VISITING ABU DHABI AGAIN DURING COMING TWO MONTHS AND THAT HE LOOKED FORWARD TO CALLING ON GRIFFIN AND HOWELL.

3. DISCUSSION WITH LOU MACMILLEN DEALT WITH SUPPOSED INABILITY OF ARCHITECT'S COLLABORATIVE OFFICER BASIL HASSAN, WHO IN ABU DHABI, TO GET IN TOUCH WITH EMBASSY, AND RESULTING SUSPICION THAT ARCHITECTS COLLABORATIVE WAS BEING SHUNTED ASIDE IN FAVOR OF FRIESEN. WE GAVE SAME ASSURANCES NOTED IN PARA 2 ABOVE.

4. SHOTWELL OF FRIESEN CALLED ALSO TO REPORT HIS FIRM'S BELIEF THAT ADG DECISION WAS IMMINENT, THAT THINGS WERE GOING WELL, AND TO ASK THAT THEIR POSITION BE AUGMENTED BY OUR RELAYING TO YOU FOR PASSING TO ADG NEWS THAT FRIESEN HAD BEEN (QUOTE) AWARDED CONTRACT FOR NEW AMERICAN. HOSPITAL OF PARIS (END QUOTE).

5. IN RESPONSE FRIESEN REQUEST, WE HAVE ASCERTAINED FROM AID THAT FRIESEN IS PARTICIPATING AS (QUOTE) HEALTH CARE CONSULTANT (END QUOTE) IN CONTRACT AWARDED LAST WEEK TO CARL WARNEKE ASSOCIATES FOR PRELIMINARY DESIGN OF NEW AMERICAN HOSPITAL IN PARIS. YOU MAY WISH TO NOTIFY ADG OF THIS FACT.

6. WE APPRECIATE AND FULLY SUPPORT MANNER IN WHICH YOU HAVE BEEN ASSISTING U.S. FIRMS INTERESTED IN ABU DHABI HOSPITAL PROJECT, AND HOPE THAT IN ADDITION TO NAILING DOWN THIS DEAL FOR ONE OF THEM, WE WILL BE ABLE TO SMOOTH RUFFLED FEATHERS OF LOSERS. ROGERS

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